

Don't curb your enthusiasm in an interview



By [Juliette Attwell](#)

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This week we look at striking a balance between enthusiasm and professionalism during an interview, and how to respond when asked about your salary expectations.



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I have a question; how do you find the balance between showing interest and being passionate without appearing desperate, unprofessional or pushy? I recently went to an interview and was so excited about the role that I think the interviewer was put off; I'm not sure how to strike a balance. - Jeremy

Hi Jeremy,

To be honest, there is nothing worse than interviewing someone who has absolutely no spunk, shows no interest, is too cool for school, is arrogant or just plain lacks enthusiasm. Of course certain industries call for a very subdued personality and this is perfectly ok as long as you show professionalism and candour in your interview. However, there is nothing wrong with enthusiasm. If you are passionate about the role, this will shine through without you having to do much. By asking relevant, intelligent questions your interviewer will see that you are very interested, so have these prepared beforehand. Take your lead from the interviewer, if they are more calm and serious, then respond to them in a composed and thoughtful manner. If they are upbeat and talkative, then you can show your more energetic side. People like people like themselves and on a subconscious level will enjoy the interview with you more.

Remember though not to change your personality for the interview, just show different sides of yourself. Never be arrogant, and always show interest and respect.

Good luck!

Salary expectations

I never know what to say in an interview when the person asks me what salary I want. I don't want to sell myself short but I also don't want to sound greedy. What do you suggest? - Calvin

Hi Calvin,

Thanks for the above. I get asked this question a lot, to which I answer that they can tell the interviewer the following: "I have discussed all the details with my recruitment consultant and I would feel more comfortable if you discussed this with them." You can discuss in detail with your consultant what you're looking for and let them do the work. If you are not being represented by a recruitment consultant, it may make things a bit more difficult. You could in this case reply with: "I am not on the job market for salary alone and am more interested in job satisfaction, however I do feel that my skills and experience would be valuable to your company and therefore would like an increase in my current salary. Through my research I believe that around 7-10% is market-related and would be happy with this. Ultimately however, if it came to this I would be open to look at what you're willing to put on the table."

At the end of the day your interviewer should respect you for being honest and you will feel more at ease if you have laid out what you're looking for.

I hope this suggestion helps you.

Remember to always love what you do!

Juliette

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